

APCO International, Inc. [Not for Distribution Beyond Governing Bodies]

Executive Committee of the Board of Directors Meeting
November 11, 2011
Teleconference

Attendees:

President Gregg Riddle
First Vice President Terry Hall
Second Vice President Gigi Smith

Immediate Past President Bill Carrow
Interim Executive Director Mark Cannon

1. Call to Order: President Gregg Riddle *called* the meeting to order at 12:25 pm EST.

2. International Chapter Executive Council Representative

The Executive Committee reviewed the nominations received. First Vice President Terry Hall *motioned* to appoint Brent Finster as the Executive Council Representative for the International Chapter. Immediate Past President Bill Carrow *seconded* the motion. A verbal vote was taken and the *motion passed with no opposition*.

3. Senior member Nominations - Buchholz, Kuran

Second Vice President Gigi Smith *motioned* to approve the nominations of Mark Buchholz and Joe Kuran of Oregon as recommended by the Credentials Committee. First Vice President Terry Hall *seconded* the motion. A verbal vote was taken and the *motion passed with no opposition*.

4. Convention Facility Costs

Interim Executive Director Mark Cannon called attention to the facility cost comparison data for 2007 to 2015 in the meeting packets as requested during the prior Executive Committee meeting. He cautioned that costs can vary widely and comparisons can be somewhat apples to oranges. Some cities will offer deep discounts on facilities rental whereas others might make concessions in different areas (e.g., transportation rebates) not germane to the convention contract. President Gregg Riddle noted that the costs seemed to not have a lot of variation, except for one deeply discounted city in the recent past. Interim Executive Director cautioned that the overall attractiveness of the destination counts for a lot. By way of example, he noted that the one city with very low facility costs ended up earning APCO less in net revenue than higher cost convention cities that came both before and after that location.

5. Adjournment

Second Vice President Gigi Smith *motioned to adjourn* the meeting. Immediate Past President Bill Carrow seconded the motion. A verbal vote was taken and the *motion passed with no opposition*. The meeting was adjourned at 12:30 pm EST.

Respectfully submitted,
Mark Cannon
Interim Executive Director

The agenda will be part and parcel of the formal record of the Executive Committee of the Board of Directors meeting, and will be retained at Headquarters.